

MONTH 1 DAY 2  
 TERRITORY #:                       
 CALL#:                       
 STATE:                       
 TYPE STORE\*:                     

ACCOUNT HAS: PLAN A 1 PLAN B 2 BOTH 3 NEITHER 4  
 CARTONS SOLD: SELF SERVICE 1 NON SELF SERV. 2  
 AVERAGE WEEKLY CARTON VOLUME:                       
 SALES PREDOMINANTLY: PACK 1 CARTON 2  
 BLACK ACCOUNT: 1 HISPANIC ACCOUNT: 2

	PROD- UCT AVAIL	PRICE		# CARTONS ON RACK (SELF SERV OR NON- SELF SERV)	TOTAL STORE INVENTORY (CARTONS)	BRAND IS CURRENTLY BEING DISPLAYED ON:				BEST ESTIMATE OF WEEKLY SALES (PACKS)
		PACK	CARTON			← PACK →		← CTN →		
						PERM CTR <sub>1</sub>	TEMP CTR <sub>2</sub>	SPEC PROM <sub>3</sub>	SPEC PROM <sub>4</sub>	
1 CENTURY 25s FILTER										PACKS
2 CENTURY 25s LIGHTS										PACKS
3 PLAYERS 85s REGULAR										PACKS
4 PLAYERS 85s MENTHOL										PACKS
5 PLAYERS 100s REGULAR										PACKS
6 PLAYERS 100s MENTHOL										PACKS
7 B&H DUL REGULAR										PACKS
8 B&H DUL MENTHOL										PACKS

\*TYPE STORE

- 1 - Supermarket
- 2 - Convenience or Convenience/Gas
- 3 - Grocery

- 4 - Drug
- 5 - Mass Merchandiser
- 6 - Liquor
- 7 - Newsstand or Smokeshop

Send to:

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